



Mike Mari BA (Hons) FCIPS

Mike has over 35 years of procurement and commercial experience covering the international Rail Industry, Public Sector including four UK Government Departments and strategic consultancy roles in over 24 different Industry Sectors. These roles have exposed him to a wide range of business scenarios, from privatisation, new business set-up, process change and the mentoring of many Procurement Directors. He is an Honorary Life Fellow of the Chartered Institute of Procurement & Supply (CIPS).

He spent most of his career in the Rail Industry, more latterly in the procurement of capital projects including diesel and electric train sets, electrification and resignalling schemes and complete line of route turnkey projects with an annual spend of over £600 million.

In 1986 Mike was the Materials Management Consultant in a technology transfer project based in Changchun Passenger Coach Factory, North East China, the largest railway coach building factory in the world. During his four-month secondment in China he was responsible for all materials management functions from sourcing train parts throughout China to the design of a dedicated high rack stores within the factory complex.

From 1994 to 1996, he was Procurement Policy Manager for British Railways Board, with responsibilities for BRB compliance with all procurement policies and procedures, including EU Procurement Legislation, all procurement audits and the introduction of ISO 9000 Quality Management System for BRB's central procurement team with 200 team members and an annual spend of £7.5 billion, based in Derby.

During 1997 to 1999 Mike helped set-up a procurement consultancy business providing procurement solutions to enable organisations to make major contributions to corporate performance.

Since 2000, Mike has worked with the CIPS developing and delivering products, particularly the CIPS Procurement Excellence Programme, the CIPS standard for excellence for an organisation's procurement policies, procedures, strategies and processes.

Mike has assessed the procurement policies, procedures, strategies and processes of over 200 UK and international organisations that have a combined annual spend of over £300 billion.

He has a strong interest in building up the capacity of the procurement profession and the marketing of the benefits of good procurement. He has served on several CIPS committees, including the CIPS Fellowship Selection Panel. He is a Past Chair of the CIPS Derbyshire Branch.

In 2007, CIPS presented Mike with an 'Outstanding Contribution Award' for his services to the promotion of professional procurement. In 2019, Mike was presented with the CIPS 'Outstanding Contribution and Service Award' for over 40 year's volunteering service to CIPS.

Mike has been a licensed CIPS Procurement Excellence Assessor for over 20 years.

Based in Derbyshire, Mike left CIPS in March 2010 to set up his own specialist procurement consultancy, Mike Mari Associates Limited. He has international experience of working in China, North America, South America, Australia, India, Saudi Arabia, United Arab Emirates, Qatar, Jordan, Germany, Finland, Spain, Poland, Egypt, Macedonia, Turkey and Kenya.